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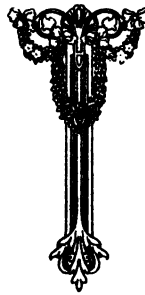
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Human Analysis



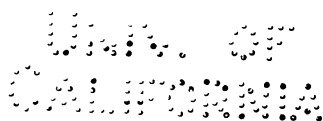
By
Elsie Lincoln Benedict, M. A.

HUMAN ANALYSIS

Classification of Human Beings

(In the order of their Biological Evolution)

Second Edition



By

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Special acknowledgement to Dr. Duren J. H. Ward

Formerly of the Anthropological Department of Harvard University

Gift of Elsie L. Benedict

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Human Analysis

Classification of Human Beings

(In the Order of their Biological Evolution)

Introduction

In every human being there are five complete systems or departments. Every person is born with one or two of these systems more highly developed than the others. When one system predominates far above the other four, that person is an extreme type. When all systems are practically equal and even in their development, that individual is called a balanced type. But this rarely happens. The majority of human beings approximate a somewhat balanced type, but the practiced eye can see, even in these cases, which system predominates.

For the purpose of emphasis reference herein will be made to extreme types. Combinations will be referred to later.

This classification is the latest scientific result of forty years of research by the Anthropological Departments of the great universities, and is the most comprehensive and accurate in existence. Since the beginning of time man has been trying to study himself, and although he has classified himself according to many phases of his nature, the only scientific classification—that according to his biological evolution—was never made until the past ten years. It is the one referred to in these lessons, and has been so thoroughly tested upon thousands of people that its authenticity and effectiveness are now recognized by scientists everywhere.

This classification can be approached from any angle of the individual's nature, and it will stand the test. It deals with the fundamental tendencies and not with superficialities. The fundamental tendencies of any given individual can be determined on sight by this classification.

Remember, we say fundamental or natural tendencies. The individual may have grown up in an environment which necessitated the crushing down or repressing of his natural tendencies, and to the casual observer the result of this environment may pass as the real individual. But the human analyst who knows this classification will know in spite of the veneer what the real predilections, preferences and leanings of the individual are. In other words, society, conventionality, tradition, parental training, religious teachings, social etiquette, etc., may have given him sets of rules which he obeys in reacting to situations which arise, but his

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natural preferences, if left to themselves, might dictate an entirely different reaction. By knowing human analysis you can **know** what these **natural** reactions would be.

By knowing this you know the problems which arise in that individual's life, for you know the situation from which every problem arises—instinct thwarted by some kind of outside influence. You know what his natural instincts in any given instance would be. You know also the response which custom and conventionality demand that he make to that situation. In brief, you know (when you know his type) the thing he would prefer to do. Also you know the thing the world in general makes him do, and here his problems arise.

But at this point comes the most important fact which science has discovered: **That every human being is almost certain to do what he wants to do MOST of the time.** So when you know what his type prefers to do, you know, with absolute certainty, what he is doing most of the time. The inborn tendency is never obliterated and seldom controlled to any great extent, and then only in cases where the individual recognizes the power of the human mind over these inborn trends. Inasmuch as a knowledge of mental control is possessed today by but few, most of the people of the earth are in the class of those who are uncontrolled or only partially controlled by the rules, regulations and laws of their particular environment.

In other words, more than 99% of all the people you meet are following their **natural bents** in reacting to all of life's emergencies, and human analysis shows you at a glance what those natural bents are. The quick, alert, impulsive man or woman is acting quickly, alertly and impulsively in every situation where some powerful restraining influence is not exerted. The slow, patient, mild, painstaking individual is going to be slow, patient, mild and painstaking in spite of all goads.

Human analysis is that science which has proven that you can recognize the slow man and the quick man **on sight**, from the shape of his body, face and head. A certain kind of body, face and head indicates certain tendencies. It is neither the cause nor the effect of those tendencies, but it **always GOES WITH** those tendencies. We do not know **why** this is so. We only know it is so, and are enabled to know vastly more of other human beings and their natures in an incredibly short time because of this.

Some of the old attempts at character analysis classified people according to their religious, political, social or other **external** and acquired characteristics. Some people were classified as "Idealistic," some as "Instinctive," etc. In beginning these lessons cast aside these classifications, for no real understanding of people can be gained from them and they are basically unscientific. As a matter of fact every human

being is an "idealist" who has any ideal at all, and this includes everybody. Everyone has some kind of an ideal. It may be to achieve a fortune or preach the gospel or have four meals a day. Whatever it is, it is an ideal to him. Also everyone is "instinctive." The instinctiveness does not necessarily mean that he is low, for his instinct may be that of altruism,—the highest instinct known—in which case the "instinctive" individual would be higher and finer than the "idealistic" individual whose ideal was to get four meals a day.

Nothing is more unsafe than to attempt to judge or classify people according to their ideas, religious faith, ideals, opinions on public questions, attitude toward classes, manner of speaking, beliefs of all kinds, because these are not a part of the individual by nature. They are the impress left on him by his environment. Born in another environment, brought up in any other religious belief, he would have taken on that other belief as readily and completely as he has taken on his present one. Idealism is a matter of training, chiefly by the parents; religion is a matter of early teaching; education is a matter of early advantage; political leanings are the result of having had a Republican or Democratic or Socialist father; manner of speech is the result of early family surroundings; attitude toward rich and poor, and people who are in another class from us, is a result of early environment.

But the real individual is always there, filled with his natural tendencies, always bending toward them, always tending to do what he has a natural desire to do. This means that regardless of everything, he will do it whenever possible.

This means that unless he gets into an environment, into a work, into a marriage which will permit of his doing what he wants to do, he will be miserable, unsuccessful, sometimes criminal.

Human beings change very little as to inborn trends. The problem of life is to take every individual as he was born, accept him as that particular kind of mechanism, and help him to find the work, the environment, the friends, the marriage where his inborn tendencies are needed.

The Alimentive Type

In the scale of life the **first** creatures were adapted only for **nutrition**. As life evolved, other functions were developed.

In human life those individuals whose stomachs are the predominating system are called

Alimentives

In these individuals the entire digestive and nutritive system is more highly developed than any other system in the body. The first impression you get of this type is that he is **fat**.

Physical Signs

The head is small in comparison with the body proportions, cheeks are round, full and often bulging, giving the head and face the shape of a pear with the large end down. This individual has a double, triple or quadruple chin.

Hair may be medium fine to coarse.

The body is modeled upon the circle. In men the largest part is around the girth, in women around the hips. The limbs are round, plump, and slightly short in proportion to the trunk, which is long and large at the abdomen.

The shoulders are usually sloping.

Hands and feet are well covered with flesh and often "pudgy," with dimples where knuckles ought to be.

The health of this type is usually good up to 40. After that it begins to pay the price of overeating and develops several kinds of diseases.

Diseases

Pneumonia and Diabetes are the two most frequent maladies affecting this type, with Apoplexy next if the individual combines the Thoracic type with the Alimentive. This type is short lived.

According to the death statistics of the U. S. Insurance Companies, the extremes of this type (those from 30 to 70 pounds overweight) die before 50. Really fat persons seldom live to be 80. Most of those who pass the 80-year mark are thin.

Movements

The movements of this type are slow and deliberate, owing to the difficulty of moving so large a body quickly. They "waddle" in their walk, "spill over" their chairs, are ponderous in arm and leg movements, and never see things that go on behind them because it is so much trouble to turn the head.

Voice

The voice is usually medium in pitch.

The Keynote of This Type

The keynote in the life of this type is **enjoyment**. And the things he enjoys most are "the good things of life"—plenty of rich food, a car to ride in, a warm room, a soft bed, servants to wait on him, good cigars—"the best of everything" without effort on his part. He loves ease and comfort, and is much upset when anything interferes with it. He cannot lose sleep without being "all in"; he cannot miss a meal without feeling inconvenienced. He rides on street cars if he does not have a car, and makes as little effort through life as possible.

Clothes

When the Alimotive is rich (as he often is when the Mental is combined with the Alimotive) he will wear the most expensive and extravagant clothes which his class will permit. But otherwise he will usually be seen with baggy trousers, creased sleeves, a comfortably soft collar, and gloveless. **Comfort** is his aim, and to attain it he will wear an old pair of shoes long past their stage of usefulness to save breaking in a new pair.

Food

Watch the table of any extremely fat man in a restaurant, and you will know why he is fat. He orders, first of all, plenty of meat; he will often have lots of butter, olive oil, mayonnaise dressing and whipped cream. He will have a large amount of bread and cake, and usually a rich, creamy dessert—all fattening foods.

Speech

This man is seldom a brilliant talker, for he is too indifferent to store his mind with book knowledge. He is a "jollier"; often makes jokes which seem cheap and tawdry to the mental types. A large part of his conversation deals in stories.

He seldom worries about anything outside his own physical comfort, and the reformer who risks income, future and money for a political or religious or social cause is a mystery to him. Few fat men are found in groups of extreme radicals.

Friends He Prefers

This man prefers people like himself. This is more or less true of all of us, but there are types which take a lively interest in those who differ from them in type. But not the Alimotive. When in business, such as that of traveling salesman, it becomes necessary for him to get the good-will of other types of men, he spends his time

in attacking them from what is known to be man's most vulnerable angle—his vanity. So he flatters, "jollies," cajoles and wins his orders by sheer **geniality**. He is so harmless, good-natured and cheery, it seems impossible to refuse him. But when he is looking for real friends he will always choose people as near like himself as possible in order to be encouraged in his chief enjoyment—eating.

People He Most Dislikes

The type this man most dislikes is the grouch. He ridicules those who go on a diet. He refuses to believe a word about fat men dying young; reminds you how good he feels, and gayly and persistently eats his own way to the grave. He is not happy with mental people, and will have none of their "isms."

(Remember in this lesson we are speaking only of the extreme Alimentive, and not a combination of Alimentive with anything else. When the Alimentive is combined with the mental, the man will talk seriously, provided it is on a subject which will further his own future business or other personal interests.)

Amusements and Recreations

The favorite "good time" of the Alimentive is attending a banquet or going out to a big dinner. No occasion is perfect to him unless it is attended by "refreshments," and then it must be good, heavy, substantial viands to fully please him.

This man's only outdoor recreation, if he had his way, would be automobiling in good company and in a large car. He hates all kinds of physical activity, so all other forms of recreation, such as walking, hiking, tennis, even bicycling, are distasteful to him. In small towns he is the permanent warmer of a chair at the corner store, on the hotel piazza and other convenient places.

He likes the movies because they call for no effort and furnish a comfortable seat. In films he prefers the "funnies," and the more these show slapstick situations and pie-throwing, the better he likes them. To him humor is confined chiefly to "jokes," the obvious and comic. Nothing subtle reaches him, and, as for a problem picture or play, he snores through it all.

He likes musical comedies, especially if they contain plenty of chorus girls without plenty of clothes. You seldom see him at grand opera, never at serious dramas (unless dragged there by someone else), but he seldom misses a circus.

Physical Habits

Physical habits are always largely a matter of upbringing and tradition, but each type betrays its natural tendencies in spite of this. The extreme Alimentive is too indolent to keep himself immaculate.

Music He Prefers

The Alimentive prefers ragtime, love songs and simple music of all kinds.

Reading

The Alimentive is not a reader, but whenever he does read, it is something funny, simple or sentimental. In newspapers he reads the "funny page" first, then the sensational news, seldom the editorials.

Types They Prefer to Marry

The Alimentive person wants a partner just as near like him in tastes as possible, but with more ambition. Inasmuch as it is difficult to find active persons in this type, they usually marry one whose activity and ambition recommend them as good pullers, or the merely fat individual who makes a pal.

Men prefer good mothers, and the Alimentive women prefer "a good provider," and because the Alimentive woman most nearly approximates the standard of feminine prettiness, she marries younger and oftener than any other type.

This type, when married, makes an easy-going husband or wife; a pleasing, sweet-dispositioned person who seldom quarrels; one who is usually ready for a good time, provided it requires no strenuousness.

This type makes lenient parents. They allow their children to do largely as they please, and then choose the least justifiable occasion for punishment, because they are ruled more by their feelings and less by their brains than any other type. Waking father from his nap or interfering in other ways with his comfort and ease brings the quickest reprimand. These people give their children everything, humor them in extreme ways, and use very little judgment in their parenthood.

Work This Type Should Follow

Since the Alimentive hates physical work and mental work, and yet craves the things that only plenty of money can bring him, he is compelled to seek work in which he will direct the work of others. When he has little brain power, he is only a foreman (who often secures his job by flattery and keeps it because he uses the same weapon to get on well with his men). When he is endowed with brains, he becomes a captain of industry. Many of the richest men of all countries are of this type. Money brings in its train the friends, the business and the social occasions when eating is compulsory. The rich fat man who does not have the "baby" face was not an Alimentive primarily. He got that way as a result of money.

Because this type likes good things to eat, fine showing everywhere, expensive clothes, touring cars and all the comforts and luxuries of

life, he is interested in them in all their forms and phases. Therefore, he makes a good merchant, for he can interest others in them.

The Alimentives of the least mentality make good butchers, restaurant-keepers, bartenders, saloon-keepers, dance-hall owners, bakers, chefs, grocers, commission merchants, etc.

These men, by reason of their ability to get on with others, make successful politicians, and nearly every big "boss" is fat.

The Strongest Point of This Type

The best point of this type is his good nature and his disinclination to cause trouble. He mixes well.

The Weakest Point

The weakest point of this type is Self-Indulgence.

In War

The world war proved that this type was best fitted to defend. Its dogged opposition to attack was its distinguishing point of strength.

The Thoracic Type

The second system developed by evolution was the Thoracic. This system consists of the heart, lungs and blood vessels. Its function is to distribute the food (which has been accumulated by the Alimentive system) throughout the body.

Thoracics

In the Thoracic type the lungs, heart and blood vessels are highly developed. The first impression you get of this type is that he has a red face. He may have any shade of hair. Nearly all red-haired people have a high chest development, and most of them are Thoracics.

Physical Signs

The head is usually a little higher than the average and wider at the nose, ears and across the cheek bone, giving the impression of a kite-shaped face.

The chief distinguishing physical signs of this type are his high chest, his long, well-developed trunk, and his florid complexion.

You can always tell this type if you are a close observer by noting that in men their coats are too short, and in women you get the impression that they are "long-waisted."

The largest part of the body in this type is the chest. The shoulders are broad and more than ordinarily straight across, even in Thoracic women. Women of this type appear at first glance to have hips too small for the rest of the body, but it is not this so much as that the shoulders and chest are unusually wide and high.

Diseases

This type is more free from disease than any other, unless he does two things. If he goes at too fast a pace (as he is inclined to do) he may develop Apoplexy, especially if he is alimentively inclined. If he exposes himself, as he is very likely to do, lung troubles may result.

Movements

Movements of this type are quick but sure. They use their hands, arms and limbs accurately and alertly. They walk with a springy step. They open doors, elevators, etc., dexterously, and seldom stumble.

Voice

The voice is medium or of high pitch. It has modulations almost unknown to other types, owing to the better voice equipment, and Thoracics make the world's greatest sopranos. Thoracic people are more "pleasantly spoken" than other types.

The Keynote of This Type

The keynote of this type is affectability.

This man is always, even under the appearance of composure, a wee bit excited. He is intensely responsive to all stimuli, and since affectability and accentuated rapidity of blood action are interrelated, he is often easily affected and shows it in his red face. He will laugh instantaneously, but the next moment, when you have thought of something with which to meet his mood, he has changed his mood, and your words fall on barren soil. This man will be powerfully swayed for a few moments by little incidents of pathos or humor. The emotional appeal arouses him instantly, and, if the action demanded is one which can take place at once, he will follow the suggestion. But if it is to be done next day, he will not be likely to do it, for by that time he has had another mood, has been swayed by other stimuli, and when you approach him you think you have found a different man. And you have. He is made by outside stimuli, and, inasmuch as life is full of millions of kinds of stimuli, he will play many roles in the course of a day.

This man or woman is intensely sympathetic for an instant. Tears spring into their eyes on the slightest provocation. The Thoracics can cry at the sight of your cut finger or stubbed toe. But they seldom DO anything about it. And the explanation is clear to all who understand psychology. The individual has gotten rid of his emotion via his tears, laughter, or exclamations, and no further relief is necessary. We never do anything for the relief of suffering except when it is the only avenue through which we can express the emotion and rid ourselves of the pent-up tension.

By reason of all these facts, the Thoracic is inclined to be flighty.

Clothes

This type has no such certain predilections concerning clothes as the Alimentives and Mentals. The requisite demanded by a Thoracic is that his clothes shall permit of instantaneous movements. He resents things that bind or twist, for he wants nothing to interfere when he gets ready to make a movement.

Food

Thoracic people are often more dependent on the surroundings where they dine than on the food itself. They are fastidious, usually prefer refined or artistic music, and are very particular about clean linen, good silver, attentive waiters and the right "atmosphere." They cannot eat at lunch counters with any comfort (unless they are predominantly Alimentive), and will wait through several hours of hunger to get home and dress before dining. This type likes a great variety in

food as well as in everything else, and is given to sampling all kinds of foreign dishes.

Speech

This man is a much more entertaining man to listen to and talk with than the Alimentive. He has a pleasant, modulated voice when past opportunity has been given for its development, talks quickly, sometimes fascinatingly, on even the smallest subject. Unlike the Alimentive, he is interested in the other fellow's viewpoint, and will draw him out—partly for the "thrills" he hopes to get from them—and ask many more questions than the average.

This man can talk on the slightest matter and sound interesting—largely owing to the pleasing voice, intonation and manner.

Friends He Prefers

The Thoracic has more friends than any other type because he is genuinely interested in many kinds of people. To him nothing is boring as long as it is different and affords him food for amusement and thrills. By reason of his quickness in response, everyone feels the Thoracic understands him, and he is therefore popular. He doesn't have so many deep friendships, but a wider circle of acquaintances.

People He Most Dislikes

The people most disliked by the Thoracic are those who are slower in response than himself. He is always a little embarrassed at his own susceptibility and does not understand the man who is in full possession of himself at all times. He is inclined to think that the man less demonstrative than himself does not feel. He sometimes calls him unsympathetic and slow.

Amusements and Recreations

The Thoracic cares for a larger variety of amusements than any other type because it takes variety to keep up the thrills. He cares especially for all those public entertainments which draw large crowds, where there is music, movement, types of people, color, vividness and variety. He is particularly fond of viewing parades, likes vaudeville, dancing, receptions and all amusements where he and all his fellows show to best advantage.

Because he is such a creature of moods, the Thoracic will often be found attending the most serious lectures. He is a delver for new ideas, new feelings, new outlooks.

He likes to shine socially, and, as he has the best equipment for it in his charming conversational powers, he usually does.

Physical Habits

The physical habits of the Thoracic are more fastidious than those of any other type, unless he is a combination. The pure Thoracic is immaculate whenever possible, fond of splashes of color on his clothes, likes gems, and would prefer to wear a different suit every day. He has the best taste in dress of any type.

Music He Prefers

The pure Thoracic likes every kind of music except the sad or slow.

Reading

The Thoracic will read everything. He is, remember, a searcher for thrills and new experiences, and he spares no pains to get them. If largely mental, he will become interested in intellectual pursuits, and at the same time take a real interest in the humorous. The Thoracic usually has a highly developed sense of humor.

Types They Prefer to Marry

Thoracic men always prefer to marry those who are gay, charming, fascinating and ready to enter into recreations. They do not look for "home-bodies," but would prefer a wife who was always in a mood to go out in the evening to one who claimed she could not leave her household duties. The Thoracic man wants an interesting wife who always looks well and cares not how many servants he must keep to bring about that result.

The Thoracic woman prefers a "gay devil" to a "good man and true," when looking for a husband. She gets a certain thrill from the uncertainty he creates, and always admires his type most. She is usually able to keep her mate, for, although the Alimotive is the prettiest woman, the Thoracic is the most beautiful of all types.

Work This Type Should Follow

The Thoracic, when pure in type, must get into work which gives freedom of movement, is full of rapid changes and much variety. The exact nature of the work will always depend, in his case, on the element next strongest to Thoracicness in his make-up, but, on the whole, he must have change in his work. Routine galls him, details usually irk him and sedentary jobs madden him.

Because he likes to meet people, especially new ones, and is popular and entertaining, he should be in work which calls for those outstanding qualities—such as advertising, salesmanship, reception experts in large businesses, where a special man meets the public, publicity work, etc.

The Strongest Point of This Type

The strongest point of the Thoracic is his capacity for getting his second wind and his quickness and responsiveness. He gets the point and is off like a shot to do the necessary thing. Next to those qualities, he possesses more of what is known as "personality" than any other type.

The Weakest Point

Changeability, flightiness are the weaknesses of this type. If you can strike while the iron is hot you can get a Thoracic, but it cools immediately. If you fail to get his name on the dotted line now, you won't get it tomorrow.

In War

The world war proved that Thoracics made the best aviators, sentinels and cavalymen.

The Muscular Type

The third system developed by evolution was the muscular. It consists of the muscles. Their function is to move the body from place to place. Until muscles were evolved, no organism could move itself from the spot in which it was born.

Musculars

In this type the muscles are more highly developed than any other system. The individual may not be large, but his muscles are well defined. The first impression you get of a true Muscular is that he is "solid," well knit." Musculars are the strenuous people of the world. As you would expect, they "move themselves from place to place" more often than other people, since they have the best equipment for it. This means that they will move themselves about in every possible way. They will cover more ground in a day (no matter what the work or play) than the average. They are inclined to move over long distances also, and make the largest percentage of immigrants. Most of the foreigners who come to America are Musculars.

Physical Signs

The first physical characteristic of the Muscular is that he is broad shouldered. The true Muscular is slightly below medium height and from that down to short. The head is usually rather square, the hands are not fat nor long nor slender, but square, and show well-developed muscles. He is more often a brunet than a blonde, but at the ratio of 60 brunets to 40 blondes in each 100 Musculars. "Short and stocky" is a phrase used to express the type known as Muscular.

As the jaw is the only part of the head that moves, and as the muscles which operate the jaw are the largest and most prominent muscles in the head, we find a jaw large in men of this type. This gives the square appearance to the face.

The head is medium in size as compared with the body proportions; muscular neck, and a tendency toward solidity everywhere are other evidences. The body as a whole sometimes gives the suggestion of tapering from the shoulders to the feet—owing to the unusual breadth of the shoulders.

The hair is medium fine to coarse in texture. Features are rather bold, though not angular.

Diseases

This type is usually robust except when digestion is impaired. Owing to the large amount of work this type does, it is often inclined to overeat. Rheumatism is the disease which most often attacks it.

Movements

Musculars move with forceful, decisive strides and reaches. They walk with long, swinging strides, even when short in stature. They do not move as quickly as the Thoracics nor as heavily as the Alimentives, but with power and strength, even in the smallest gestures.

Voice

The voice is medium to low in pitch, especially in men. Whereas the greatest female singers are Thoracics, the greatest male singers are Muscular-Thoracics.

The Keynote of This Type

The keynote of this type is **activity**, especially **physical activity**. The Musculars enjoy strenuous physical exercise, love the open air, and are adapted to outdoor work.

Musculars love motion, speed, activity, physical contest, movement. The greatest athletes are extremes of this type. Football players, baseball players, rowers, pugilists and acrobats all show this system very markedly developed.

Since action is the keynote of this type, accomplishment, industry and energy are accompanying characteristics. The Muscular man or woman is never lazy. He may not have a mind sufficiently developed to make his work count, but he will work, and he is the only type that is actually happier when working than when not. When they have a mile to go, they prefer walking to taking a street car. When deprived of exercise they lose their vitality, for the extremely developed muscular mechanism demands the chance to express itself.

Next to **activity** comes **emotion** and **enthusiasm** in the Muscular. He will not weep instantaneous tears at the mishaps of others, but he will do **something about it** next day, for he cannot express feeling or rid himself of tension except by **doing things**—by **activity**.

The Muscular is deeply emotional, too enthusiastic, "takes things too hard." He is more direct and outspoken than Alimentives or Thoracics and will put fewer "trimmings" on things than either of the above named types. He is an every-day, practical, "human" person. He **works, works, works**, all the time. A Muscular child though shut in a room or placed on a chair will find something to do. He will not smile like the Alimentive, get hysterical like the Thoracic, sulk like the Osseous or brood like the Mental child under the same circumstances. He will find **something to do**.

When combined with the **Mental**, this makes the most successful type known, for the two elements are there—of thinking before you act and then not failing to act. All other types do too much of one or

the other. It has been said that the world is divided into two classes of people—those who act without thinking (and as a result are always in trouble and often in jail), and those who think without acting (and who, as a result, are usually in debt and often in the poorhouse). To be a successful organism every individual must **plan, reason, organize** for action (which requires mental development), and then **act** on those plans (which requires a fair amount of muscular development).

Do not forget that **no one carries out his plans or accomplishes unless he has at least fair muscularity**. Those who fail to accomplish will give all kinds of reasons for it, and they always believe they are speaking the truth, but the real reason is **lack of sufficient muscularity**. Muscularity in the body **demand[s] and promote[s] action**, and nothing else does. Since success depends on **action**, the Musculars are bound to go over the heads of the others, all of which have various tendencies inhibiting action. That is, they will go ahead of the other types, **providing** they combine with the Muscularity sufficient **mental development** to **direct** the action properly. A Muscular without this mentality is like a powerful car with an ignorant driver.

Muscular people are virile, love bulk, utility, efficiency. They demand efficiency and effectiveness, and the shortest, surest route to a thing.

Clothes

Pure Musculars pay little attention to color, line or the esthetic in clothes. They want **useful, durable, serviceable** things to wear, and decidedly prefer heavier and coarser materials to light, fine ones. Utility is one of the watchwords of the Muscular.

Food

The Muscular likes heavy foods, though not rich ones like the Alimentive. He is fond of **bread, meat and potatoes**.

The Thoracic who would eat the dinner of a different nation each day is a mystery to him. He eats more meat than is good for him, is not particular about surroundings, and wants large, generous portions of a few foods.

Speech

This man talks forcibly, frankly and uses the louder, stronger tones mostly. He does not modulate his voice as does the Thoracic, and is, therefore, often hard to listen to. He may be very well educated, but he will prefer the plain, one-syllable words to the more pretentious ones, and will use the direct rather than the indirect method of conveying a thought. He does not deal in subtleties, and innuendoes are distasteful to him.

Friends He Prefers

The Muscular men and woman prefer "the plain people," for they are plain themselves. They usually seek the more direct, unassuming but decisive types for friends. They cannot understand the people who do not "come right out" with everything, for that is their way. "Polish" does not appeal to the Muscular, but frankness does.

People He Most Dislikes

The Muscular is especially antagonistic to people who "pretend." He dislikes show or snobbishness, and is seldom overawed by them. By reason of his sheer ability (through his power of action) he feels himself the equal of everyone, and sometimes shows it so plainly (though unconsciously) that he antagonizes others. He is democratic but not servile.

For these reasons the Muscular makes up a large percentage, in fact, a majority, of the radicals in every country. Most of the pure Musculars are working people and are the prophets of the working class.

Amusements and Recreations

Musculars prefer those amusements which deal with the lives, interests, problems and characters of the every-day world. They usually want to see what good is going to be derived from an evening's entertainment before deciding to go, and then they prefer the play or picture which deals with the problems of ordinary men and women like themselves. Because of his deep emotional nature the Muscular likes problem plays and serious drama.

In physical exercise and sports, the Muscular excels all others. His favorite outdoor exercises are walking, swimming, rowing, driving high-powered cars, and all things that move rapidly. Baseball and football are favorites also.

Physical Habits

The physical habits of the Muscular are neither as fastidious as those of the Thoracic nor as careless as those of the Alimotive. Utility comes into play here as in everything else touched by the Muscular. He is usually clean, but not always—depending on his training—but is seldom conspicuous for his style or the lack of it.

Music He Prefers

The Muscular, by reason of his emotional devolpment, prefers sad, emotional music to any other kind. Ragtime, if sufficiently enthusiastic, is a favorite occasionally.

Reading

Unless combined with the Mental, the Muscular does not read much. He is too active to settle down to finish a book or story.

Types They Prefer to Marry

The Muscular man or woman vastly prefers a plain, every-day, enthusiastic, democratic partner like himself. Frills do not win him. He wants worth. The Thoracic woman who is gay and flighty disgusts him. The Muscular does not ask for a home-body or cook as does the Alimentive, nor even a pretty one as he does; he does not demand a particularly fascinating partner. He wants a good mother for his children, a loyal, monogamous woman who is always the same. The Muscular woman wants the same in her husband. She is too sober, staid and serious to appreciate the fine points and "temperamentality" of the Thoracic, and too incurious to be interested in them.

Work This Type Should Follow

Musculars should choose vocations which give opportunity for movement and fairly rapid movement. They handle all kinds of large, powerful machinery more expertly than any other type, make the best chauffeurs, engineers, motormen, miners, and lumbermen.

Inasmuch as the Musculars are the most hard-working men and women of all types, they make the best workmen, and in large groups where each man cannot be supervised. As employees they act efficiently, and as employers they demand efficiency. But their plain ways and feelings unfit them for praising the work of their employees sufficiently.

The Strongest Point of This Type

The strongest points of this type are his vigor and enthusiasm—his ability to accomplish—and his capacity to help others. He does not express as much sympathy as does the Thoracic, but he does things to relieve suffering.

Weakest Point

The weakest point of the Muscular is his tendency to anger. Pug-nacity goes with muscularity just as amiability goes with Alimentiveness, and the Muscular is always getting angry and doing something about it.

In War

In war the Musculars excelled all others as Artillerymen, by reason of their physical strength which gave capacity for handling heavy guns.

The Osseous Type

The fourth stage in human evolution was the development of the Osseous or bony framework, known as the skeleton. Its function is to hold the body upright. After large muscles were evolved, a "scaffolding" became necessary, in order that the organism might more effectively withstand attack, retain its position and defend itself against its environment.

Those human beings in whom the bony system is the most highly developed of all the five systems are called

Osseous

In this individual the bones are prominent. The first impression you get of him is that he is "raw-boned."

The pure Osseous are the stubborn people of the world. You can't sway them, particularly if they think you are trying to. They are dogmatic, bullheaded, self-willed, headstrong, obstinate.

They make up their minds slowly, and, once having made a decision, stick to it.

"Bone in the body means bone in the brain," just as "Fat in the body means fat in the brain," and you need not expect to bend the bony man's mind any more easily than you can bend his body.

The fat man will let you impress him just as you can make a dent in a soft pillow, but he will not stay put any more than the dent which you put into the soft pillow. The bony man is different. He is difficult to impress just as a bone is difficult to change. But once you have changed him, he will stay that way a long while.

The Osseous make the martyrs of the world, for they are almost the only people of sufficient persistence to stand out against terrific odds. The ostracism of the world does not bend or break the Osseous as it breaks other types, for they are unmoved, untouched and unscathed by many thrusts which would crush other people. The reason for this is that the Osseous person does not feel the blow as keenly as other types. He is much less sensitive to stimuli, and therefore fails to get many impressions which others get. He is the exact opposite, in this respect, of the Thoracic, who is affected by every stimulus. The Osseous responds to few impressions because he gets but few. The Thoracic responds to many because he gets many.

In love, war, business, social relationships, marriage, church and home, the Osseous man remains the same. He seems stolid to other people, but he does not mean to be. He seems stolid because he simply never sees the necessity nor feels the impulse to explode as do the other types. When honest, he is the most dependable type known—will

go through fire to accomplish what he sets out to accomplish—and will often be found pounding away on an invention, a book, an idea, a business or a line of work which he started forty years before. That it may be entirely out of date now and useless makes no difference. He keeps at his hobby or conviction.

Physical Signs

The body of the true Osseous type is large-boned; when he is an extreme Osseous he will be angular, awkward, and with large ankles, big wrists, high cheek-bones, square shoulders, big feet, big hands, etc.

He is tall. Every person who is tall has some Osseous traits, for his very height proves that he has a large Osseous element, though it does not prove that the Osseous predominates in him. Note carefully what other elements are developed in him—whether Alimентive, Thoracic, Muscular or Mental—before deciding his nature. But remember this: every bony person is slower than others, no matter what he is doing.

The North Europe races—Scandinavian, Scotch, English, Welsh—are the most osseous of all races and express the traits of the Osseous as national characteristics: the bullheadedness of the English, the immovability of the Scotch, the indifference of the Scandinavian and the stubbornness of the Welsh.

Diseases

Spinal diseases and diseases of the joints are the only maladies which can be said to predominate in the Osseous. But the Osseous man is inclined to bring on various ailments through his long-sustained moods of anger, grief, worry, etc.

Movements

The movements of the Osseous people are slow, awkward, angular, irregular. They are not graceful like the Thoracic nor incisive like the Muscular, but unwieldy.

Voice

The voice of the Osseous is heavier than any other except the Muscular, and is often harsh and raucous, though not always.

The Keynote of This Type

The keynote of this type is **immovability**. This results in **stability**, **unchangingness**, **hard-headedness** and all the ramifications of **stubbornness**.

In dealing with these people great tact and diplomacy are necessary. They resent any attempt to force them to decision or action, and when their resentment is aroused, it is practically useless to attempt further persuasion.

Appeals to the sympathy will usually fail.

The Osseous is often proud and will do the things that minister to his pride. The Osseous often loves power.

Your only hope in dealing with Osseous people is so to arouse and direct their hard, driving tendencies as to make them think they are having their own way.

Clothes

The Osseous man is more often seen in ill-fitting, awkward garments, for he is so different in shape from the men for whom ready-made things are manufactured. But this does not trouble him.

Osseous women care less for dress than any other type and pay little attention to it. A habit of both men and women of the Osseous type is to find a style that suits them—and then stick to it years after it is out of date.

Food

The Osseous man likes the plainer foods, and eats the same kinds as the Muscular man, except that he does not care for such large portions, and seldom overeats as does the Muscular. The Osseous man is more often underweight than overweight, while the Muscular is more often overweight.

Speech

The Osseous man or woman is the person of fewest words. He is often taciturn, uncommunicative, and when he does speak, gets it all out in short sentences and short syllables.

Friends He Prefers

The Osseous man wants only those who agree with him for friends, and will seldom tolerate any other kind. He wants to dominate the opinions, convictions and beliefs of his friends, and is unrelenting when opposed.

All extreme Osseous men and women find themselves cultivating the friendship of more or less easy-going people, because these are the only ones who will not fight back.

Most of this type are stingy, close-fisted people, though some of the most generous have been found in this type. Remember, whatever the Osseous does, he does in the extreme.

People He Most Dislikes

The Osseous most dislikes those who differ with him. He will not tolerate or endure people who oppose him or people who try to dictate to him or in any way influence him. He is extremely wary and some-

times suspicious of people who try to get him to do what he does not want to do.

The Osseous type is not susceptible to flattery and does not yield to it as does the Alimentive. He sees through it and dislikes those who deal in it.

Amusements and Recreations

The favorite outdoor sport of the Osseous is hiking, running and hurdling. We naturally like what we excel in, and the Osseous excels in these because of his long limbs. He is agile and rapid in sports if thin.

Amusements interest the Osseous less than any other type. This is true because, to be amused, one must yield to stimuli, and the Osseous cannot do this. Most amusements seem silly to him, and he does not adapt himself with sufficient quickness to get the most out of entertainments or to be popular. Therefore, he does not have as good a time as the other types, for we all avoid the situations in which we do not enjoy ourselves.

The Osseous man or woman is very likely not to care for frivolities of any kind. Osseous people seldom dance, walk or in any way conduct themselves with grace, and, as a result, do not care for these diversions.

Physical Habits

The Osseous is indifferent in his physical habits, though not lacking in cleanliness. He thinks little about his physical well-being as a whole, and is more indifferent to his appearance than any other type.

Music He Prefers

The Osseous prefers martial music and marches.

Reading

The Osseous usually reads only one line of thought at a time and will spend years on one subject.

Types They Prefer To Marry

The Osseous prefers to marry the same kind of people that he chooses for friends—people who will not interfere with him.

Work This Type Should Follow

Farming, stock raising or other pioneer vocations are almost the only ones in which a true Osseous can succeed, for he does not get on well with people, and he, therefore, can neither dictate to others nor be dictated to by them. The more independent the position—free from contact with other men and women—the more likely he will be to succeed in it.

The Osseous, when combined with the Mental, makes a powerful boss, but otherwise he is a slave driver who incurs the hatred of his subordinates, or if an employe, a mulish insubordinate who incurs the dislike of his superior officers.

The Strongest Point

The strongest point of the Osseous is his **reliability and determination.**

The Weakest Point

His weakest point is his **obstinacy.** This loses him many of the good things he could otherwise get out of life.

In War

In war the Osseous proved the best in attack and dogged charges.

The Cerebral or Mental Type

The fifth and latest stage in human evolution was the growth of the nervous system. This system consists of the brain and the nerves. The brain is the "headquarters" of the entire nervous system, with the millions of sensitive nerves acting as the telegraph wires which receive messages from the outer world (in the form of tasting, touching, smelling, hearing and seeing) and send them over the nerves to the brain. In turn, the brain correlates these sensations which it has received from the outside world and proceeds, through the nerves, muscles, bones and the other systems, to put forth such efforts as are necessary to meet the environment.

The function of the nervous system is, therefore, to get such sensations from the outside world as are necessary to warn the individual of danger, apprise him of opportunities and protect him—to send the report of outside conditions to the brain. The brain decides what action is to be taken and "gives the orders" which the remainder of the body obeys.

Those individuals in whom the brain and nervous system are more highly developed are known as

Cerebrals

(From the word "cerebrum" or thinking part of the brain)

or

Mentals

The Mental type is that in which the mental system (brain and nerves) predominates. That is, the brain and head are clearly more developed than muscles, bone, stomach or chest.

The brain was the latest organ developed by evolution, and those persons in whom the brain is most highly developed are of a later stamp, evolutionally.

But bear in mind, this does not mean that the Mental man is more wholesome, successful or useful in the world than other types. It merely means that he has a greater number of cylinders in his mental engine than other types. He may use those cylinders in such a way as to be criminal, weak or useless both to the world and to himself.

And thus it may happen—and usually does happen—that the pure mental type is less successful in the world today than other types, because the world today is not as highly evolved as is the Mental man. The world is made up of the average man and woman—and the average man and woman cannot understand nor appreciate the fineness and advanced attitudes of the pure mental type. For that reason they make

it a hard world for him, and he is the most unhappy of all types, the least understood and least appreciated.

The world demands power, wealth, position, aggressiveness, etc., in its heroes. The Mental man cares for none of these, for he lives in the realm of thoughts, ideas—the dominion of the mind—and does not fit.

The aim of any organism is to react successfully to its environment. This is the test of success and happiness. The environment of today is one of stress, opposition and a scramble for things. The pure Mental is not built for the fight, and he does not care for the things it would get him. Therefore, he is often a failure, just by reason of being too far ahead of his time. He is not after the things other people are after. Naturally, he does not get them.

Physical Signs

The pure Mental has a distinct physique. He is frail, and delicate in structure even when tall. But he is more often below medium height. His features are more refined, more sensitive than those of other types. His hands and feet are small, often delicate. His head is large in proportion to the body, and pear-shaped—with the small end down. The face often has the appearance of a triangle, with the large end at the top and the chin tapering to a point.

In pure Mentals the mouth is small, the jaw bones small, and the chin delicate. The hair is from fine to very fine.

Diseases

Mental and nervous diseases afflict the Mental type. Also digestive troubles and liver complaints are liable to befall him. His stomach is seldom well developed. He pays little attention to food, stays up to read and think when he should be asleep, and abuses his body because he lives more in his brain than in his body.

Movements

All movements of the Mental are quick, instantaneous and sometimes nervous. He walks with a swift step, uses hands and arms swiftly, and does everything with alertness.

Voice

The voice of the Mental is from medium to high pitch and sometimes shrill.

The Keynote of This Type

The keynote of this type is sensitivity. He hears, smells, tastes, feels and sees with greater quickness and sensitiveness than any other type, and, in turn, responds more quickly to all these outside sensations.

Second, the instinct of cerebration characterizes this type.

His aim in life is to be let alone to **think, imagine, dream, plan, and read.** He is eternally after food for his mind, and nothing in life takes precedence of that. He will spend days reading and count the world well lost. He cares little for money or power. He asks but one thing of the world—leisure to cultivate his mind.

Clothes

The Mental is indifferent to clothes. He will sometimes be seen walking to the office in his bedroom slippers. He neither knows nor cares what the styles are, for in his world there are no styles except the "style" of writers, and the only clothes he is interested in are the things in which the thinkers "clothe" their ideas.

Food

The Mental is not interested in food. He is usually undernourished, because he will not take the time away from his studies and books to eat—and often because he does not have the money for food. He is content with a cracker and book.

This is the reason for his stomach troubles, liver complaints, etc.

Speech

The speech of the pure Mental is about ideas instead of things. It will be polished or crude, according to his education. It will never be coarse like that of the Muscular, low like that of the lower type of Alimentive, nor harsh like that of the Osseous. The Mental often indicates timidity in his speech because he is timid—made so by a hostile world.

Friends He Prefers

The Mental cares less for friends than any other type—preferring his books to the conversation of human beings. But occasionally he will find someone who understands his viewpoints, and then he is friendly. But he does not mix well and seldom seeks those whose mental outlook is different from his own.

People He Most Dislikes

The people most disliked by the Mentals are the ignorant. The Mental man is disgusted with those who do not care for knowledge. He can forgive criminality, selfishness—anything except ignorance. In fact, the Mental sometimes is criminal himself. He dislikes activity above all things, and inasmuch as activity is the price demanded for money, and inasmuch as he has the brains which give cunning, he sometimes becomes a criminal. These types are far more successful in crime than the more clumsy criminals.

Amusements and Recreations

The only amusements the Mental cares for are those which call for mental activity—lectures on serious subjects, chats with congenial friends on serious subjects, reading, etc. The amusements indulged in by the average man and woman never appeal to him. He is far happier secluded with a book than with people. Noises, music and crowds usually disturb and annoy him.

Physical Habits

The Mental is usually more cleanly than he is given credit for. His clothes may not be pressed—for he is not interested in the conventions, but he will be clean underneath them—for he is sensitive.

Music He Prefers

Mentals usually prefer classical music.

Reading

Serious reading interests the Mental.

Types They Prefer to Marry

Mentals are not sensual, and often do not marry. When they do, they prefer serious-minded women who are interested in books. They do not care for women of less education than themselves.

Work This Type Should Follow

Mentals **must** follow Mental work. They cannot be successful in any other kind. Such children should be given a good education, for only failure awaits the Mental who is without it.

Education, authorship, philosophy, library work, research work, translating, etc., are the lines this type should follow.

The Strongest Point of This Type

The strongest point of this type is that he thinks where the other types feel. He keeps abreast of his time and usually ahead. He leads the world in ideas.

Weakest Point

The weakest point of this type is his impracticality.

In War

There is no place in warfare for the pure Mental, but when combined with the Muscular, he makes the best officer, for his brain furnishes the plans.

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